

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Correct Building Products

#### Maine Manufacturing Extension Partnership

#### Correct Building Products Moves Into New Markets

**Client Profile:**

Correct Building Products manufactures composite wood lumber for outdoor applications (decking, railings, etc.). The company, located in Biddeford, Maine, has been in business for three years and employs 15 people.

**Situation:**

Correct Building Products wanted to expand into the less seasonal market of internal components for hollow core doors and windows. This market is high volume but low margin, and the company was not able to establish a competitive price point because of expensive virgin polymers in its lumber. After the company approached it for help, the Maine Manufacturing Extension Partnership (Maine MEP), a NIST MEP network affiliate, noted this need and identified a waste stream in Maine from another company which could potentially be recycled at low cost and used in lieu of the virgin polymers.

**Solution:**

Maine MEP wrote and won a \$10,000 state grant for Correct Building Parts, which provided funding for pilot process development and materials testing at the University of Maine Advanced Wood Composites Lab. The project aimed to find a way for Correct Building Products to use the in-state waste stream of over 10 million pounds of plastic per year, convert it into new material, and use it in the company's proposed product line. The lab developed and tested a material and Correct Building Products successfully incorporated it into its products. Based on the success of this project, Correct Building Products enlisted Maine MEP's help to write another state grant to fund research into conversion of the waste stream in full scale process. After obtaining the grant, Maine MEP researched procedures and equipment. The result of this completed project will be up to \$2 million per year in sales and the addition of 10 full time jobs.

**Results:**

Recovered 10 million pounds of waste from another company to produce material for a new product line.

Expanded product line to become more competitive.

Anticipate increasing sales by more than \$2 million.

Anticipate creating 10 additional jobs to meet increased customer demand.

**Testimonial:**

[www.mep.nist.gov](http://www.mep.nist.gov)



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"The Maine Manufacturing Extension Partnership has been instrumental in developing the use of recycled plastics in our products, which will allow us to pursue a new area of business and continue our growth."

Martin Grohman, President